

## Sagicor Life 3rd Quarter Top Managers- Chris Lawe

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These Sagicor Life branch managers are at the top of their class, coming in as outstanding managers for the third quarter of 2019. We interviewed them to find out their secrets to success. Here's what Holborn Branch Manager Christopher Lawe had to say:

**Q: How long have you been a Sagicor Life advisor?**

A: 15 years

**Q: What do you enjoy the most about being an advisor?**

A: Interacting with people

**Q: What is your biggest/most fond accomplishment in your career as an advisor?**

A: I'm humbled just by being a part of this noble industry on a whole. Consistency at the highest level is afforded only through the love and desire to help people and I am grateful for that.

**Q: Which Sagicor Life product do you like the most and why?**

A: Ultra Life- it holistically constitutes the very essence of family protection. If a breadwinner is called to early service upstairs, his/ her income seizes immediately... if sold right, this replaces it.

**Q: How do you stay motivated as a leader?**

A: This business is a hidden gem and my passion for the development of people. With that said. The success of my team certainly keeps me going. (Collectively but also individually)

**Q: Your top 3 things to share with other managers/leaders?**

A: Lead from the heart; Always push and encourage positivity and success; Make decisions and follow your gut